



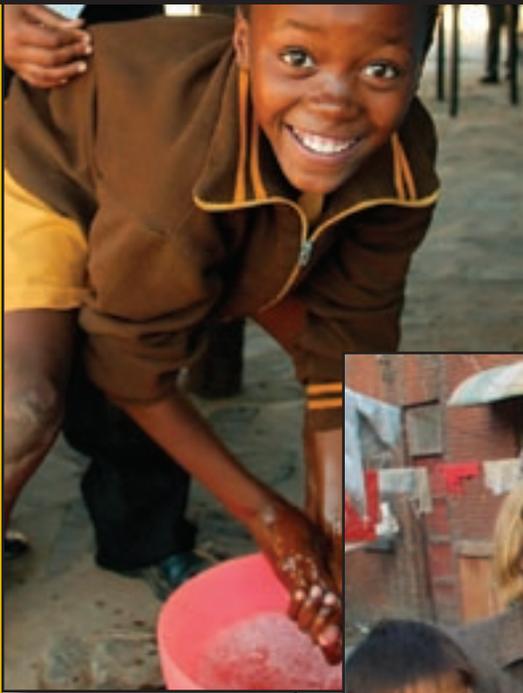


# *POWER* *to* **HELP**

## *in* **PHILANTHROPY**

**U**.S. corporations are important philanthropic donors, with myriad reasons for engaging in corporate philanthropy. These range from a simple desire to “do good,” to a sense of duty to respond to pressing social or economic issues, to awareness of the business benefits that can accrue from helping to build and expand the economic, environmental and business climates in which they operate.

From Angola to Peru, Kenya to Bulgaria and everywhere in between, U.S. corporations are giving back to their local – and global – communities in many ways: through corporate foundations, employee giving programs, the establishment of public-private partnerships, disaster relief efforts, product donations, skills-sharing and educational exchanges, and volunteer programs. The philanthropic efforts of four U.S. companies are detailed below, showcasing how American companies are taking steps to make our world a better, safer, healthier place to live, work and grow.





# PHILANTHROPY

## Providing Value at the Local Level

**Ochoco Lumber Co.** in Lithuania carries on the **Ochoco** tradition of supporting the company's local communities. In Lithuania, that community is the city of Kupiskis.

**Ochoco** has donated computers and software to schools in Kupiskis, in addition to donating supplies and materials for maintaining the physical infrastructure of the schools there. The company conducts a summer work program for local children at its mill and sponsors educational trips for individual students and student groups, allowing them to attend various seminars and training programs within Lithuania and abroad.

Additionally, **Ochoco** provides the local scouting program with funds for its annual summer camp and other activities and also provides funding to the local Rotary Club chapter, which recently supplied local schools with equipment for their school lunch programs.

**Ochoco** also engages in corporate stewardship at the national level, supporting initiatives in health care and business development.

## Partnering with Volunteer Organizations

**MFI International Manufacturing, LLC**, a textile products manufacturer, provides financial, logistical and administrative support to the US/Mexico Strategic Alliance, a 501(c)3 foundation, in its efforts to help needy Mexican hospitals obtain medical equipment and supplies. The US/Mexico Strategic Alliance receives donated medical equipment and supplies from U.S. entities, evaluates and inventories the supplies, and refurbishes the equipment.

## The Top 10 U.S. Corporate Donors <sup>4</sup>

*Ranked by cash donations as percentage of total revenues:\**

1. Freeport-McMoran Copper & Gold
2. Corning
3. Computer Associates
4. Fifth Third Bancorp
5. Eli Lilly
6. General Mills
7. T. Rowe Price
8. Medtronic
9. Northern Trust
10. Janus Capital Group

*\*Totals based on 2002 contributions <sup>4</sup>*



It then donates the items to needy hospitals. The alliance works especially closely with the Hospital Civil de Guadalajara, an 1800-bed facility that provides medical care to the most impoverished people in its region.

The US/Mexico Strategic Alliance, with the assistance of **MFI** and other entities, also provides mobile medical units that are operated by the Hospital Civil de Guadalajara to benefit needy people in rural areas who do not have access to primary health care. These units offer health examinations to detect diabetes, high blood pressure, cardiovascular diseases, cervical and breast cancer, and other diseases. It is expected that more than 450,000 people will be examined by doctors operating these units this year.

## Contributing to Disaster Relief

A devastating cyclone in 1999 took an immense toll on life and property in the state of Orissa, India, claiming more than 8,000 lives. **Motorola** India was among the first multi-national companies to offer help. The company supplied five Iridium phones packaged with 500 minutes of airtime each, in addition to donating approximately \$60,000 in funds raised by employees who contributed one day's salary, combined with matching funds contributed by the company.

**Motorola** employees also contributed one day's salary to relief efforts after the January 26, 2001, Gujarat earthquake in Western India. Motorola matched its employees' contributions and donated an additional \$100,000 to the Indian Red

*"The best way to help developing countries enforce good labor and environmental laws is through a cooperative effort that becomes endemic. The United States is combining foreign aid with assistance from nongovernmental organizations (NGOs), multilateral development banks, and U.S. businesses to foster successful trade relationships and improve lives around the world."*

***Robert Zoellick, United States Trade Representative***



Cross Society. The company also collected clothes and blankets at its facilities, which were handed over to relief organizations and dispatched to affected areas. In addition, **Motorola's** Commercial, Government and Industrial Solutions Sector (CGISS) donated 112 two-way radios and a radio trunking system to the Gujarat Government. The company's Personal Communications Sector (PCS) donated 25 mobile phones, and the **Motorola** Foundation donated \$70,000 to help with relief efforts.



## Sheltering Local Orphans

The Krasnorechensky orphanage, an organization almost entirely dependent on outside donations, provides shelter to orphaned children, as well as children with physical and mental handicaps, in the Kyrgyz Republic, a newly independent Central Asian nation informally known as Kyrgyzstan.

The **Hyatt Regency Bishkek**, the first international luxury hotel in the Kyrgyz Republic, regularly conducts fundraising events to support the orphanage. One of the **Hyatt's** most successful ongoing activities is a program in which prominent diplomats and heads of international organizations act as servers to draw friends and colleagues to the hotel restaurant. The celebrity serves patrons, while accepting a donation price for each beverage served. **Hyatt** matches the funds raised for the orphanage by this program.



## The Top 10 U.S. Corporate Donors <sup>5</sup>

*Ranked by in-kind giving of goods and services as a percentage of total revenues:\**

1. *Eli Lilly*
2. *Pfizer*
3. *Parametric Technology*
4. *Merck*
5. *McGraw-Hill*
6. *Oracle*
7. *Microsoft*
8. *Tribune*
9. *Adobe Systems*
10. *General Mills*

*\*Totals based on 2002 contributions <sup>5</sup>*



**Hungary at a Glance**

**Land Area:** 35,910 square miles.

**Population:** 10.1 million (2004 estimate).

**Capital City:** Budapest.

**Languages:** Magyar 98%, other 2%.

**Religions:** Roman Catholic 68%, Calvinist 21%, Lutheran 4%, Jewish 1%, others including Baptist, Adventist, Pentecostal, Unitarian 3%.

**Climate:** Temperate; cold, cloudy, humid winters; warm summers.

**Basic Economic Data**

**Currency:** Forint (HUF).

**Major Exports:** Machinery, vehicles, medical instruments, food and beverages, agricultural products.

**Major Imports:** Machinery, vehicles, consumer manufactures, energy, food and beverages.

**Major Import Sources:** Germany, Austria, Italy, France, United States.

**Natural Resources:** bauxite, coal, natural gas, fertile soils, arable land.

**Major Industries:** Mining, metallurgy, construction materials, processed foods, textiles, chemicals (especially pharmaceuticals), motor vehicles.



Antarctica

# HUNGARY



The republic of Hungary lies east of Austria and is about the size of the state of Indiana. With 10 million people, nearly three-quarters of its economy is generated by industry, commerce and service firms.

American businesses have played a major role in Hungary's economic transformation and emergence as a player in the information technology, communications, energy and automotive industries. Investing more than \$7 billion since 1989, U.S. companies are one of the two largest groups of investors in the country. Annual trade between the two countries has quadrupled since 1995 and reached \$4.4 billion in 2003.

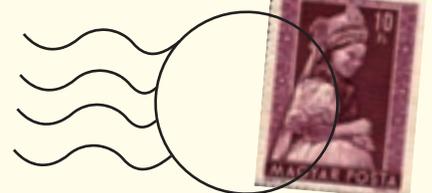
American energy companies are planning to invest more than \$200 million in exploring and developing previously inaccessible natural gas deposits in Hungary. These efforts promise to revive Hungary's long declining domestic energy production. Further, U.S. investment banks, law firms and accounting firms have helped Hungarian companies improve their corporate governance. For instance, the American Chamber of Commerce in Hungary (known as AmCham) helped the Budapest Stock Exchange develop a strict corporate governance code. American businesses have also united to create a safer workplace in Hungary. AmCham Hungary's Healthy Workplace Program developed a set of high standards for fostering employee health and safety through a committee of company representatives. Over 70 companies have volunteered to adopt the standards and be assessed for the quality of their programs.

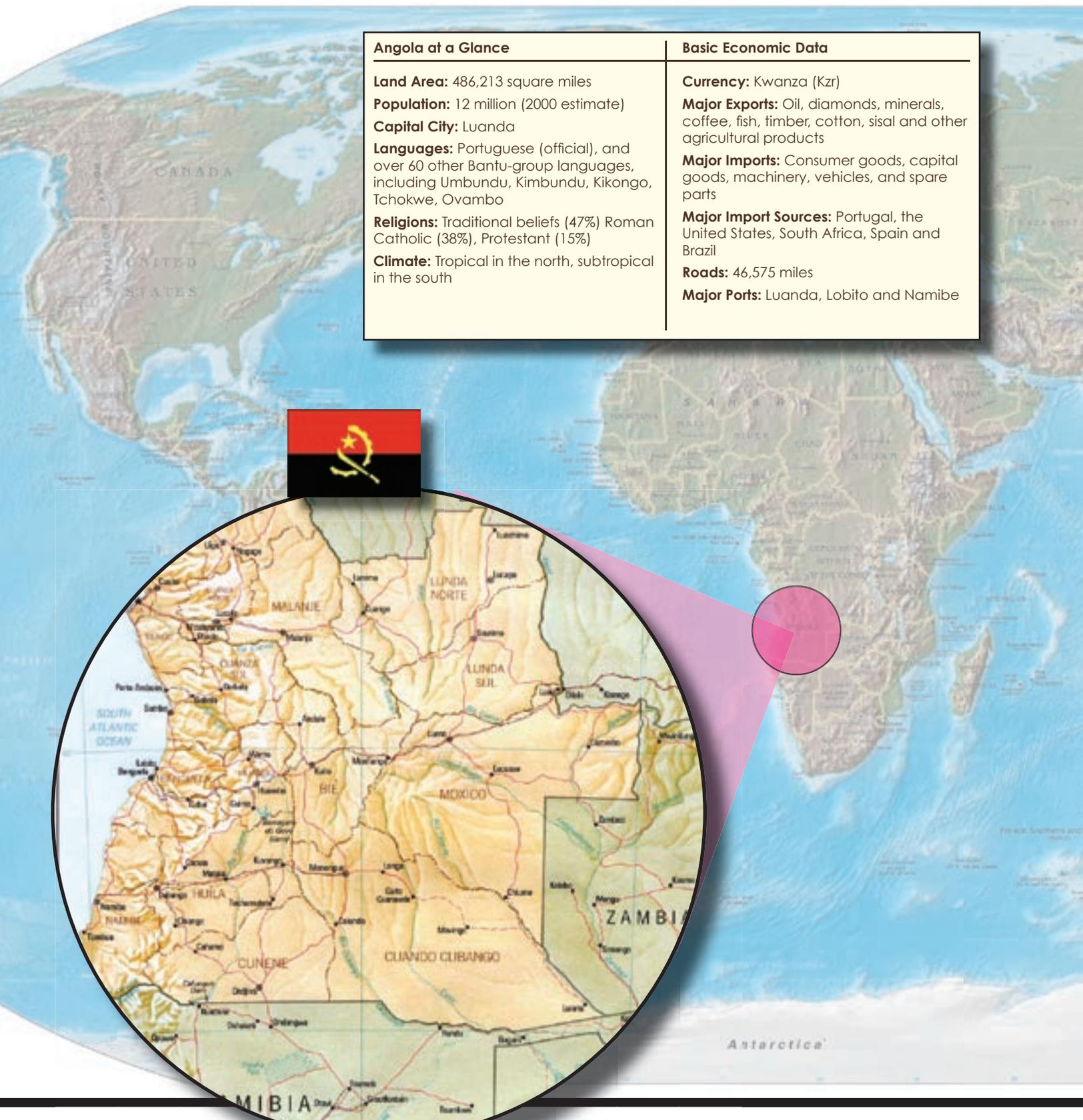
Finally, American businesses have brought the spirit of corporate charity and volunteerism to Hungary. For example, General Electric's Hungarian business units have financed a range of educational, cultural and scientific programs at the national level and a mass volunteer program in all their local operating units. Alcoa's Hungarian business, located in Szekesfehervar, has awarded annual grants of as much as \$400,000 to finance local educational, recreational and cultural activities. As a result, both companies have been recognized as "Company of the Year" in Hungary.



U.S. Embassy  
Budapest, HUNGARY  
EUROPE

President's Export Council  
Corporate Stewardship Report  
Washington, D.C., 2001





Angola at a Glance	Basic Economic Data
<b>Land Area:</b> 486,213 square miles	<b>Currency:</b> Kwanza (Kzr)
<b>Population:</b> 12 million (2000 estimate)	<b>Major Exports:</b> Oil, diamonds, minerals, coffee, fish, timber, cotton, sisal and other agricultural products
<b>Capital City:</b> Luanda	<b>Major Imports:</b> Consumer goods, capital goods, machinery, vehicles, and spare parts
<b>Languages:</b> Portuguese (official), and over 60 other Bantu-group languages, including Umbundu, Kimbundu, Kikongo, Tchokwe, Ovambo	<b>Major Import Sources:</b> Portugal, the United States, South Africa, Spain and Brazil
<b>Religions:</b> Traditional beliefs (47%) Roman Catholic (38%), Protestant (15%)	<b>Roads:</b> 46,575 miles
<b>Climate:</b> Tropical in the north, subtropical in the south	<b>Major Ports:</b> Luanda, Lobito and Namibe

# ANGOLA



The republic of Angola is on the west side of Africa, south of the Congo River and north of Namibia. Its 14 million people live in a country that is twice the size of Texas. Farming remains the major occupation, employing 85 percent of the workforce.

Angola's agricultural sector currently remains hobbled by the damage done to the country's infrastructure during its 27-year civil war. In partnership with the United States Agency for International Development (USAID), ChevronTexaco is contributing to the rehabilitation of Angola's once bountiful agricultural sector.

As a result of a \$20-million public-private partnership between ChevronTexaco and USAID, known as the "Enterprise Development Initiative," efforts to support the recovery of agricultural production in Angola's central highlands, the country's traditional breadbasket, have been implemented. Some 169,000 families (over 900,000 people) have been provided improved seeds and tools to grow food and restart their livelihoods. Secondary roads and bridges are being improved to connect areas that were previously inaccessible due to the war and, importantly, to provide farmers with increased access to potable water.

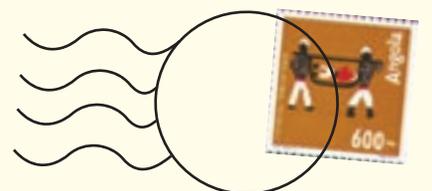
Large-scale national seed production programs have been established to reduce the costly importation of seeds for basic food production. These programs look to local small commercial farmers to respond to the national demand for certified seed. Additionally, the University Agostinho Neto's agricultural sciences department has been reopened and its capacity strengthened to conduct applied research, provide technical outreach services and agricultural training programs.

According to U.S. Ambassador Christopher Dell, the public-private partnership between ChevronTexaco and USAID takes good corporate stewardship to a "new level of engagement and commitment," which is making a real difference to thousands of people and the future of Angola.



U.S. Embassy  
Luanda, ANGOLA,  
AFRICA

President's Export Council  
Corporate Stewardship Report  
Washington, D.C.,







# *POWER* *to* **HELP**

# *in* **EDUCATION**

**E**ducation is widely recognized as critical to economic growth, equality and a civil society. Developing countries must equip their citizens with skills and knowledge that promote sustainable economies and the acceptance of different cultures. However, a number of challenges may impede educational reform, including unstable political climates, poverty and natural disasters. Under the guidance of the United Nations, many developing countries have designed plans to overcome these barriers and promote universal education.

A number of large companies – **Goldman, Sachs & Co., IBM Corp., BellSouth Corp. and The Coca-Cola Co.** among them – have joined in the push to improve education in developing nations. They have helped a number of countries boost the knowledge and skills of their people and the effectiveness of their educational systems.



# EDUCATION

## Developing Future Business Leaders

The **Goldman Sachs Group** has been helping to develop the next cycle of business leaders in China. The investment banking firm and Harvard Business School established an endowed, world-class master's of business administration (MBA) program at China's top university, Tsinghua University. The firm also helped create an advisory board to the MBA program at the university's School of Economics and Management. The board is comprised of senior executives from some of the world's largest companies, including **Goldman Sachs** CEO Henry M. Paulson, Jr., who was the board's founding chairman. The **Goldman Sachs** Foundation supplied a \$1-million grant to help get the program off the ground, and the school now boasts 1,200 MBA students.



*The Goldman Sachs Team*

Meanwhile, in South Africa, **Goldman Sachs** has been working to raise the economic and business acumen of important government officials. For the third time in 10 years, the company sponsored a capital and financial markets training program for some 12 senior and mid-level government officials from the Reserve Bank of South Africa, the National Treasury and other leading agencies and ministries. The classes spanned four weeks – two at the Wharton School at the University of Pennsylvania in Philadelphia, and two at **Goldman Sachs**' headquarters in New York. The officials received extensive training in capital market structure, asset management, risk management and other key financial market issues. Elsewhere in South Africa, **Goldman Sachs** has supported several elementary and secondary school literacy and education programs.

*Efforts to establish universal education in sub-Saharan Africa face some of the most complex challenges anywhere. Early childhood care and education enrollments vary dramatically, from less than 1 percent in the Democratic Republic of Congo to 90 percent in Mauritius. In 2000, only 58 percent of school-age children in the region were enrolled in primary education, leaving more than 44 million children unenrolled. This number represents more than 40 percent of the world total for children not attending school.<sup>6</sup>*



The aim of **Goldman Sachs'** South African and Chinese educational programs is the same: to create government and business leaders who understand finance and commerce and who are committed to helping their countries participate fully in the global economy.

## Boosting Education in Latin America



Over the years, **The Coca-Cola Company** has invested significant human and financial resources into improving public education in Latin America. In Mexico, the Company's philanthropic arm, **The Coca-Cola Foundation/Mexico** has increased access to education for young people in rural areas. Currently, many students have to walk great distances to reach the closest school, a factor that limits their daily attendance. The Foundation has partnered with the National Commission of Indigenous Development to renovate 38 shelters and build 24 elementary schools in more than 12 Mexican states.

The impact has been remarkable: the dropout rate in these areas has fallen from 40 percent to 5 percent, and academic scores for students living in the shelters are 16 percent higher than those not living in the shelters. In addition, students have learned to use computers and gained access to libraries for books, boosting their communication skills and self esteem.



In Brazil, **The Coca-Cola Company** launched the **Coca-Cola Valued Youth Program** in 1998 reaching thousands of children in that country. Among other activities in 2003, the initiative helped 25 potential school dropouts become tutors to 75 other students. The Company also donated 200,000 books to 3,491 public schools serving 2.5 million students.

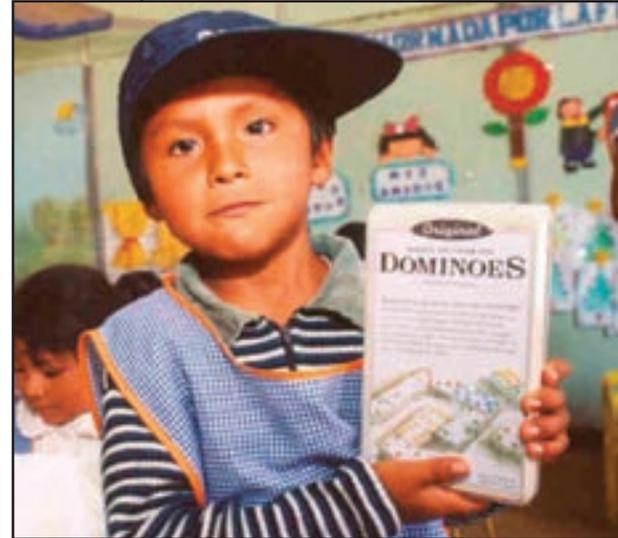


## Improving Student Attendance in Latin America

**BellSouth Corp.**, a leading integrated communications services company, is addressing the issue of education in Latin America. The Atlanta-based company's **BellSouth** Proniño initiative is a community relations program that provides scholarships to working children ages 6 to 18 in ten Latin American countries: Panama, Guatemala, Nicaragua, Argentina, Uruguay, Venezuela, Colombia, Ecuador, Peru and Chile.

With the goal of increasing school retention rates, **BellSouth** has committed \$6 million to the first phase of the project, which began in 2001. The funds give children the essentials for a primary and/or secondary education, including books, tuition, meals and uniforms.

By the end of 2002, the **BellSouth** Proniño program had already boosted retention rates in its target schools to 98.6 percent, about double the regional average for working students.



## Funding and Reshaping How Education Is Delivered

In 1994, **IBM** assembled researchers, consultants and other experts from various corners of **IBM**, along with educators, policymakers and school administrators. The goal: figure out how to get schools to use technology to dramatically improve the way students learn and teachers teach.

**IBM** kicked off its Reinventing Education grant program with the goal of applying its research, technology, and expertise to schools worldwide. Between 1994 and 2002, the company contributed \$70 million in hardware,

*Latin America and the Caribbean have made early childhood care and education a priority. While there is much room for improvement in reaching gender equality in education, the numbers are promising. The percentage of children in school out of total children has grown from 42 percent in 1990 to 63 percent in 2000. The largest enrollment improvement has been in secondary education, with the ratio growing from 53 percent in 1990 to 81 percent in 2000.<sup>7</sup> The educational successes in Latin America and the Caribbean show what developing nations can achieve when they commit to improving education.*



software, services, and small amounts of cash to school districts, state education departments and ministries of education in the United States, Europe, Asia and Latin America. These are multi-year grants that focus on long-term relationships and building new skills and approaches to historical barriers to reform. **IBM** brings in teams of researchers and educational consultants to help communities improve education and find new, productive ways to use technology. **IBM** believes that such assistance and teacher training are critical to creating a self-sustaining program.

Already, the Reinventing Education program has reached more than 90,000 teachers and more than 8 million students worldwide, in the United States, China, Vietnam, Mexico, Brazil and six other countries. Students in grades seven to eleven whose teachers participated in the program made significant gains in four core academic subjects, according to an independent evaluation by the Center for Children and Technology. A report by the center states: "If there is a litmus test for success in education reform efforts, then it is the ability of programs to maintain momentum and scale when the grant funding ends, something few initiatives manage to achieve. **IBM's** Reinventing Education sites stand out as exceptions."<sup>8</sup>

*"Freedom is a great gift. But if we aren't responsible stewards of that gift and if it is not matched by personal responsibility the consequences can be severe. Sarbanes-Oxley sent a message to every American: that there cannot be a different ethical standard for corporate America. Corporate leaders are expected to operate with the same high level of ethics and accountability as a small business, family or community. Furthermore, their high profile and impact on our economy and their employees demands that they demonstrate vigilance. The free market provides great opportunity for wealth creation to Americans... but only if there are clear rules that are enforced. I commend the work of PEC on corporate stewardship and remind all business leaders of the importance of honesty and accountability in all that you do."*

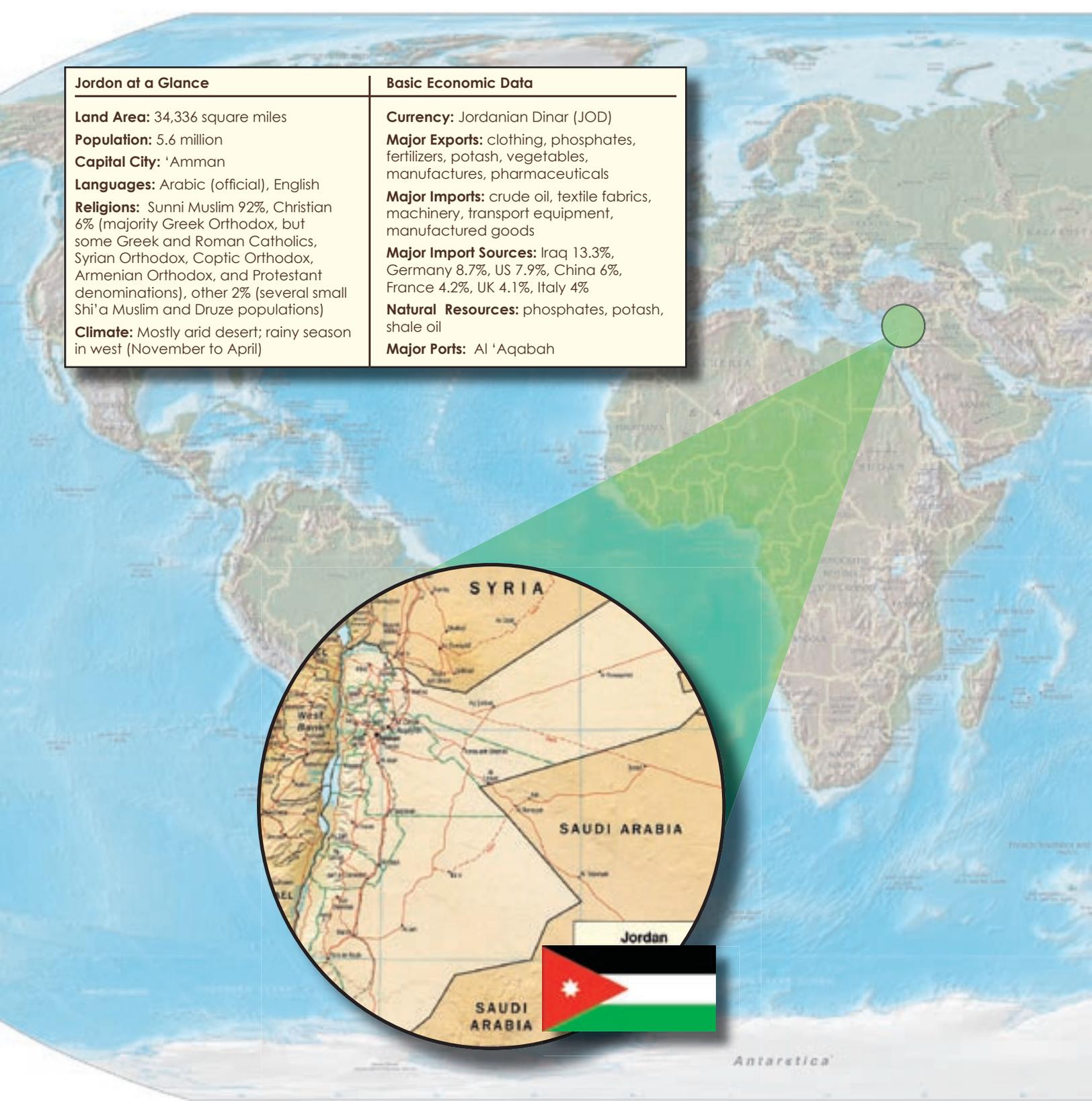
***John Snow, U.S. Secretary of the Treasury***



*IBM's \$75 million Reinventing Education initiative focuses on supporting systemic change in public education. In addition to integrating technology, administrators and teachers are encouraged to use the Reinventing Education Change Toolkit ([www.reinventingeducation.org](http://www.reinventingeducation.org)) to break down organizational barriers to innovation.*

*A view of a Disassembly Line at the IBM Asset Recovery Center in Endicott, New York.*





Jordan at a Glance	Basic Economic Data
<p><b>Land Area:</b> 34,336 square miles</p> <p><b>Population:</b> 5.6 million</p> <p><b>Capital City:</b> 'Amman</p> <p><b>Languages:</b> Arabic (official), English</p> <p><b>Religions:</b> Sunni Muslim 92%, Christian 6% (majority Greek Orthodox, but some Greek and Roman Catholics, Syrian Orthodox, Coptic Orthodox, Armenian Orthodox, and Protestant denominations), other 2% (several small Shi'a Muslim and Druze populations)</p> <p><b>Climate:</b> Mostly arid desert; rainy season in west (November to April)</p>	<p><b>Currency:</b> Jordanian Dinar (JOD)</p> <p><b>Major Exports:</b> clothing, phosphates, fertilizers, potash, vegetables, manufactures, pharmaceuticals</p> <p><b>Major Imports:</b> crude oil, textile fabrics, machinery, transport equipment, manufactured goods</p> <p><b>Major Import Sources:</b> Iraq 13.3%, Germany 8.7%, US 7.9%, China 6%, France 4.2%, UK 4.1%, Italy 4%</p> <p><b>Natural Resources:</b> phosphates, potash, shale oil</p> <p><b>Major Ports:</b> Al 'Aqabah</p>

# JORDAN



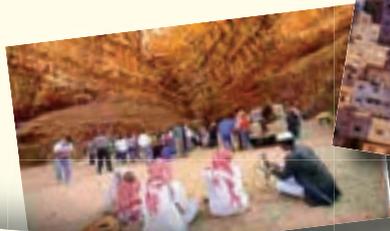
The nation of Jordan is bordered by Israel on the west and Saudi Arabia on the east. Some 95 percent of Jordan's 5.4 million people are Sunni Muslims. The country's workforce is primarily occupied in service industries.

U.S. companies have had a significant impact on the Jordanian economy and, by extension, Jordanian society as a whole. U.S. foreign direct investment has resulted in many benefits, including the transfer of skills and technology to local workers, enhancing competitiveness and economic activity.

Many U.S. companies are creating positive change in Jordan through their philanthropic activities, which include donating to and working with nongovernmental organizations, international organizations and charitable organizations for the benefit of all Jordanians. For instance, Citigroup and Chemonics International, for their part, provide financing and volunteers to the local Habitat for Humanity organization.

The Cisco Foundation and the Cisco Networking Academies Program recently partnered with the United Nations Development Fund for Women (UNIFEM) to launch the "Achieving E-Quality in the IT Sector" initiative. This initiative addresses the need to build women's abilities to gain access to high-quality jobs through acquisition of the technical knowledge and skills needed to compete effectively in today's marketplace.

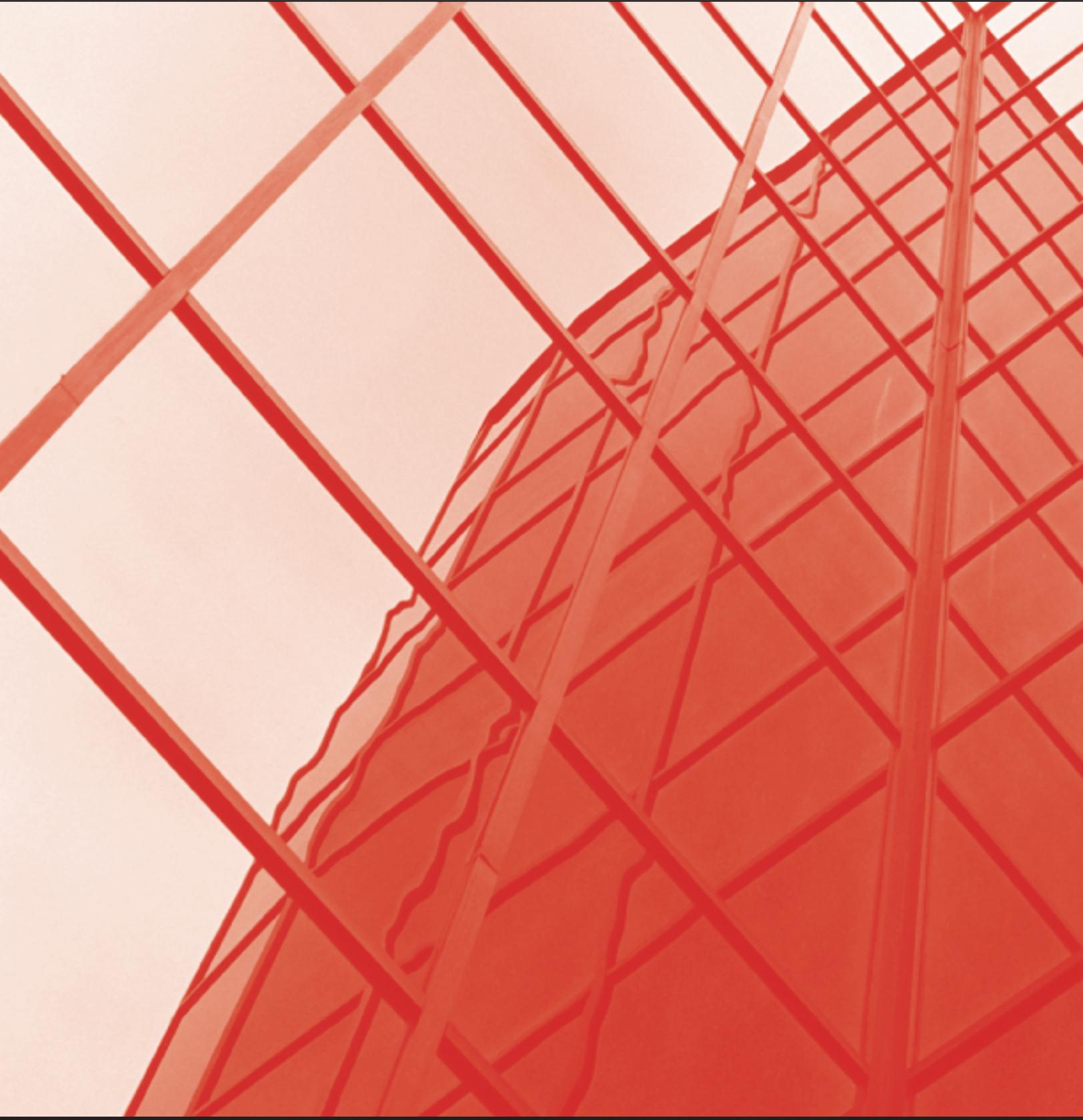
Through these and other corporate stewardship activities, U.S. companies are having the immediate impact of narrowing the digital divide and providing all Jordanians, especially those traditionally excluded, with access to the benefits of modern information technology and the delivery of high-quality education, especially in the emerging technological fields.

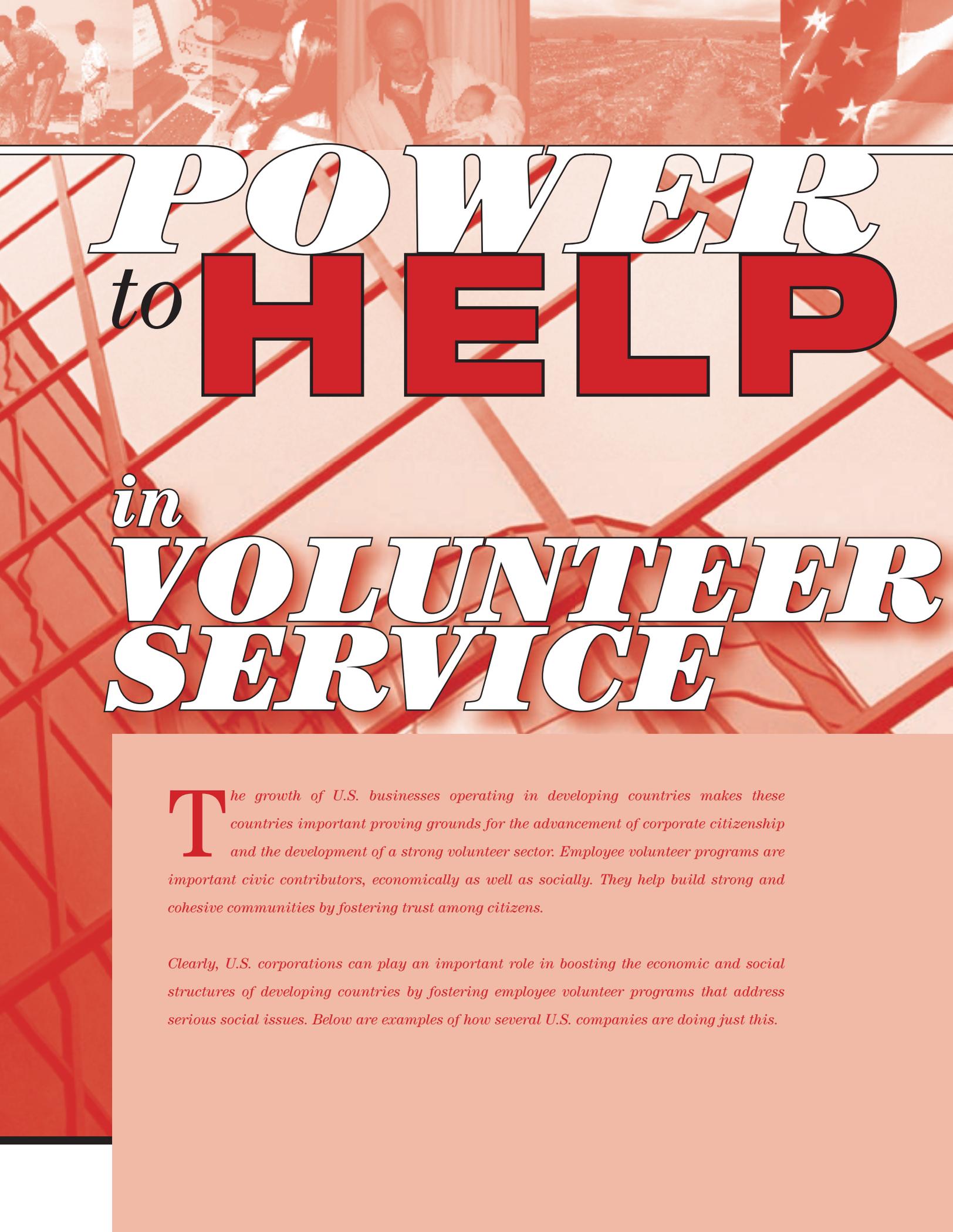


U.S. Embassy  
Amman, JORDAN  
MIDDLE EAST

President's Export Council  
Corporate Stewardship Report  
Washington, D.C.,







# *POWER* *to* **HELP**

# *in* **VOLUNTEER SERVICE**

**T**he growth of U.S. businesses operating in developing countries makes these countries important proving grounds for the advancement of corporate citizenship and the development of a strong volunteer sector. Employee volunteer programs are important civic contributors, economically as well as socially. They help build strong and cohesive communities by fostering trust among citizens.

Clearly, U.S. corporations can play an important role in boosting the economic and social structures of developing countries by fostering employee volunteer programs that address serious social issues. Below are examples of how several U.S. companies are doing just this.



# VOLUNTEER SERVICE

## Addressing Local Needs in Indonesia, Latin America and around the World

When **Marriott International Inc.** began expanding its operations outside the U.S. in the mid-1970s, the company's community service philosophy was a core component of this growth. Now with nearly 2,700 hotels in 69 countries and territories, **Marriott's** "Spirit to Serve Our Communities" program has a worldwide reach that gives employees the opportunity to bridge cultural differences and join together in a common purpose – improving the communities where they live and work.

In developing countries where a volunteer sector is not part of the social structure, and where languages may not even include a word for volunteerism, **Marriott** helps employees experience the rewards of giving back and the value of helping their less fortunate neighbors.

Volunteer activities by **Marriott** employees vary widely – from planting trees, to painting an orphanage, to hosting a fundraiser for sick children.

Each hotel is encouraged to choose activities that both reflect their employees' interests and meet their local community's needs.

In Indonesia, hotel employees played a pivotal role in relief efforts for victims of the devastating 2002 Jakarta floods by preparing and donating meals and care packages. Collaborating with relief organizations, **Marriott** volunteers served more than 5,000 meals, and prepared boxes of rice, drinking water, medicine, clothes and baby formula for distribution.



*The United Nations General Assembly proclaimed 2001 the International Year of Volunteers. The objective was to highlight the accomplishments of the millions of volunteers throughout the world and encourage more people globally to engage in volunteering and community service.<sup>9</sup>*



*Digital Citizen is a community project designed to provide technical computing education to youth and teenagers from low-income communities in Brazil. In partnership with grassroots organizations the project creates computer labs (ETIs) at low-income communities in the surrounding area where Dell facility is located in Brazil.*

Additionally Marriott employees throughout Latin America, including those in Ecuador, Guatemala and Mexico, are dedicated to helping Habitat for Humanity International by providing volunteer labor to build homes.

## Strengthening the Spirit of Relationships in a Global Community

Dell Inc. employees have worked to raise the spirits of children in Bangalore, India, through a number of activities. At the Parikrma Humanity Foundation, a school for underserved children of Bangalore, Dell executives led activities including storytelling, singing and a magic show. Dell team members also brought smiles to the faces of visually challenged children at Rakum School for the Blind and more than 150 children at St. Joseph's Orphanage in Bangalore.

Employees also participated in a program known as "Be a Buddy, Share a Meal" to provide food to and foster a sense of belonging in underserved children in Bosco Mane and Makkala Ashraya.

## Improving Education with Sweat Equity



Cargill Inc., an international processor and distributor of agricultural, food, financial and industrial products and services, and the main employer in the Ukrainian villages of Kutsivka and Koristovka, feels a community responsibility to support local schools. Indeed, many of the children who attend these schools are family members of Cargill employees and Cargill customers.



In 2002, the village schools, which serve children between the ages of 2 and 10, were in a state of disrepair, with leaky roofs and poor heating. Furthermore, there was scant playground equipment available, and little in the way of books and learning materials.



Fifty Cargill employees installed a new heating system and connected a gas line from the Cargill plant to supply the school with gas. The Cargill team also installed new windows, and renovated the building structure, indoor plumbing and washrooms. In addition, the company donated books and computers, and paid the salaries 15 teachers and assistants at the village schools. The company continues to pay their salaries to date.

## Synchronizing Community Service

Global Volunteer Week<sup>10</sup> is a part of United Parcel Service's (UPS) long-standing commitment to give back to the communities in which UPS employees live and work. One week a year, UPS employees around the world participate in a week of synchronized community service. More than 1,000 UPS employees volunteer their time outside the United States in 14 countries including Brazil, China, Mexico, Thailand and the Philippines.

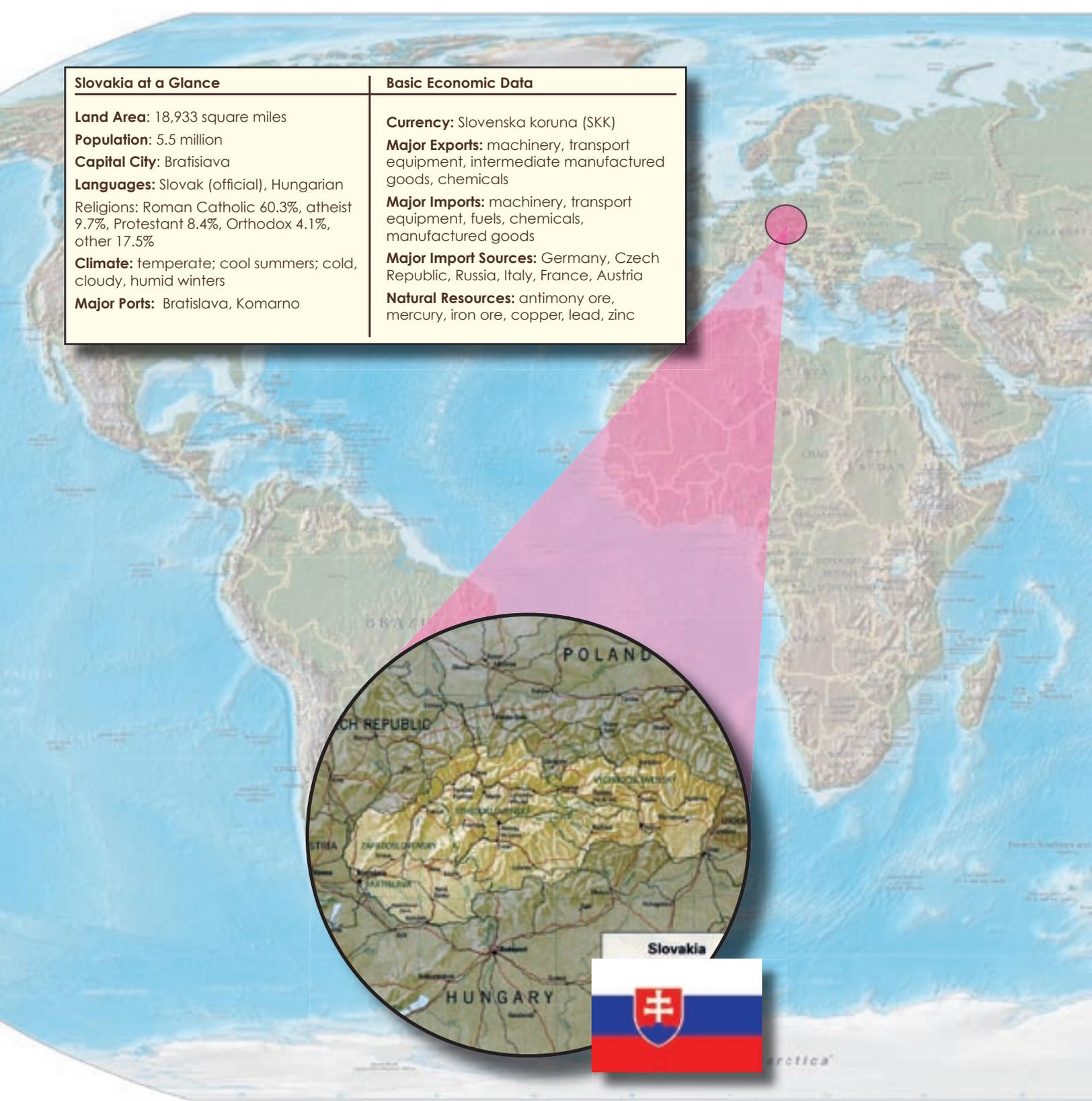


During the recent Global Volunteer Week, October 19-26, 2003, UPS employees in Latin America planted trees and painted a facility that helps people with autism. In China, UPS CEO Mike Eskew and a team of UPS employees from several countries, along with four members of Congress, spent two days building a computer lab at the Xibaipo Hope Primary School in rural Hebei Province in Xibaipo, China. The company outfitted the facility with 25 computers with Internet access and will provide computer training for its teachers, allowing the village residents to connect with the rest of the world.



*"When American small businesses trade with other countries, they do more than just open up a new market. They help create a cooperative understanding between two communities and two cultures."*

***Hector Barreto, Administrator, Small Business Administration***



**Slovakia at a Glance**

**Land Area:** 18,933 square miles  
**Population:** 5.5 million  
**Capital City:** Bratislava  
**Languages:** Slovak (official), Hungarian  
**Religions:** Roman Catholic 60.3%, atheist 9.7%, Protestant 8.4%, Orthodox 4.1%, other 17.5%  
**Climate:** temperate; cool summers; cold, cloudy, humid winters  
**Major Ports:** Bratislava, Komarno

**Basic Economic Data**

**Currency:** Slovenska koruna (SKK)  
**Major Exports:** machinery, transport equipment, intermediate manufactured goods, chemicals  
**Major Imports:** machinery, transport equipment, fuels, chemicals, manufactured goods  
**Major Import Sources:** Germany, Czech Republic, Russia, Italy, France, Austria  
**Natural Resources:** antimony ore, mercury, iron ore, copper, lead, zinc

# SLOVAKIA



Slovakia is located east of Austria and south of Poland and the Czech Republic. Its 5.3 million people are mostly Slovak (85 percent) and Hungarian (10 percent).

While the concept of good corporate stewardship is relatively new to Slovakia, American companies, through the American Chamber of Commerce (AmCham), have done much to help popularize it in recent years.

In the 1990s, foreign investors largely bypassed Slovakia in favor of friendlier markets in Central Europe. However, since 2000, foreign investment in Slovakia has more than quintupled, making it one of the fastest growing investment markets in the world. A well-educated labor force and comparatively low wage rates have helped this effort, but AmCham's work with the Slovak government to rewrite the country's restrictive labor code (which actually limited workers' ability to make a living) greatly aided in promoting investment and economic development. In less than two years, Slovakia's unemployment rate has dropped from 20 percent to 15 percent.

American companies such as U.S. Steel, Citibank, Whirlpool, Hewlett-Packard and Philip Morris have made significant investments in Slovak educational, cultural and charitable activities. Combined they have spent millions of dollars to build, furnish and operate schools from the elementary to the university level; repair, build and equip hospitals; make micro-loans; teach ethics; support nongovernmental organizations; promote athletic, artistic and cultural events; and improve infrastructure.

These and other U.S. firms are known to be among the best employers in Slovakia. They offer their Slovak employees superior salaries, benefit packages and opportunities for advancement. In addition, American companies have high percentages of Slovak managers. According to the U.S. embassy in Slovakia, American corporate stewardship has demonstrated to Slovaks how capitalism works at its best.



U.S. Embassy  
Bratislava, SLOVAKIA  
EUROPE

President's Export Council  
Corporate Stewardship Report  
Washington, D.C.,

